

Message Text

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ACTION NEA-10

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E.O. 11652: N/A
TAGS: BENC ECRE IR
SUBJ: MAJOR PROJECTS: IRAN-JAPAN TOURISM CO. - 700 ROOM HOTEL

REF A. USDOC 14925 B 76 TEHRAN 8217

1. CONSTRUCTION CONTRACT FOR HOTEL PROJECT DESCRIBED IN REFTTEL B HAS BEEN AWARDED AND WORK IS SCHEDULED TO BEGIN SHORTLY, PENDING COMPLETION OF FINANCING ARRANGEMENTS IN JAPAN.
2. IRAN-JAPAN TOURISM COMPANY HAS AWARDED STEEL STRUCTURAL CONTRACT TO NIPPON STEEL AND FINISHING CONTRACT TO ITALIAN FIRM, CATTANEO CONSTRUCTION COMPANY.
3. THE HOTEL WILL BE LOCATED IN A PRIME MID-TOWN LOCATION OCCUPYING A PORTION OF THE CITY BLOCK BOUNDED ON THE SOUTH BY QUEEN ELIZABETH BOULEVARD AND ON THE NORTH BY IRAN NOVIN AVENUE (ALSO KNOWN AS ARYAMEHR AVENUE). THE NORTHEAST PORTION OF THIS RECTANGLE CONTAINS THE TEHRAN INTERCONTINENTAL HOTEL. FARAH PARK AND THE NEW TEHRAN MUSEUM OF CONTEMPORARY ARTS ARE ALSO LOCATED IN THIS SQUARE.
4. THE DESIGN, EXECUTED BY INTERNATIONALLY KNOWN JAPANESE ARCHITECT, KENZO TANGE IS 25 STORIES, 700 ROOMS. FINANCING THROUGH THE CONSORTIUM OF BANKS AND FINANCIAL INSTITUTIONS COMPRISING IRAN-JAPAN TOURISM COMPANY IS APPROXIMATELY 70 PERCENT JAPANESE
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AND 30 PERCENT IRANIAN SOURCED. EXCAVATION WORK WAS COMPLETED SOME TIME AGO. PROJECTED MOBILIZATION PHASE IS THREE MONTHS WITH CONSTRUCTION TENTATIVELY SCHEDULED TO BEGIN MID-MARCH 1977. SUBCONTRACTING IS AT DISCRETION OF CATTANEO.

5. PROCUREMENT OPPORTUNITIES: AMERICAN SUPPLIERS MAY APPROACH CATTANEO TO DISCUSS POSSIBILITIES FOR SUPPLYING MATERIALS AND/OR

EQUIPMENT BUT LIKELIHOOD OF UNDERBIDDING BOTH IRANIAN AND JAPANESE SUPPLIERS SUCCESSFULLY IS DIM. BEST OPPORTUNITIES MIGHT BE IN ELEVATOR WORK AND KITCHEN/LAUNDRY EQUIPMENT. SUGGEST YOU MAY WISH TO ALERT FERGUS MCKEEVER OF SERVICE WORLD INTERNATIONAL, WHO HAS ARRANGED YEARLY TRIPS TO IRAN FOR RESTAURANT/HOTEL SUPPLY INDUSTRY.

7. COMMENT: ACCORDING TO MEMBER OF DESIGN CONSULTING FIRM WHICH MANAGED TENDER, ONLY AMERICAN CONTRACTOR BIDDING WAS J.A. JONES (HAS PERMANENT OFFICE IN TERHRAN). DESPITE HEAVY JAPANESE FINANCING CONTENT, ITALIAN FIRM WON AWARD FOR FINISHING CONTRACT BECAUSE ITS BID WAS VERY SIGNIFICANTLY LOWER THAN ANY OTYER COMPETING FIRM. CONSULTANT SAYS JONES AND SEVERAL JAPANESE CONTRACTORS BIDDERS WERE AMONG VERY HIGHEST IN PRICE WITH SEVERAL OTHER INTERNATIONAL FIRMS IN INTERMEDIATE BID POSITION.

7. ACTION SUGGESTED: ALTHOUGH ITALIAN-JAPANESE CONTENT PROBABLY SEVERELY LIMITS TRADE OPPORUNTIY, AMERICAN FIRMS WISHING TO PURSUE POSSIBLE OPPORTUNITIES THROUGH CATTANEO, WHOSETEHRAN ADDRESS IS: JORDAN AVENUE AT SHAHANSHAH EXPRESSWAY, GOLESTAN BOULEVARD, NO. 81/3, TEHRAN. TELEPHONE 293177-78, ATTENTION MR. GUARNERI.
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